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RECOMMENDATIONS

OF THE

COMMITTEE ON COMMERCIAL RELATIONS

OF THE

HONORARY COMMERCIAL COMMISSIONERS
REPRESENTING THE CHAMBERS OF
COMMERCE OF THE PACIFIC
COAST STATES OF THE
UNITED STATES
OF AMERICA

ON A VISIT TO JAPAN

OCTOBER, 1908

REPRESENTING THE FOLLOWING CHAMBERS OF COMMERCE:

SAN FRANCISCO, OAKLAND
LOS ANGELES, SEATTLE, PORTLAND, TACOMA
SPOKANE, SAN DIEGO, EUREKA AND
HONOLULU, HAWAII TY.

RECOMMENDATION

OF THE

Committee on Commercial Relations

OF THE

HONORARY COMMERCIAL COMMISSIONERS REPRESENTING THE CHAMBERS OF COMMERCE OF THE PACIFIC COAST STATES OF THE UNITED STATES OF AMERICA ON A VISIT TO JAPAN
OCTOBER, 1908

To the Chambers of Commerce of San Francisco, Los Angeles, Seattle, Portland, Oakland. Tacoma, Spokane, San Diego, Eureka and Honolulu:

Gentlemen: In carrying out the object for which your committee was formed, we herewith submit our report and respectfully ask that you give it such consideration as you deem it deserves and that you take as early action as possible upon the following recommendation:

RECOMMENDATION.

The sense of dependence is abhorrent to a liberty-loving people. The sense of independence is delightful and strikes a responsive chord in every free-born American citizen. Unfortunately, therefore, trade is based upon the fact that one man makes what another requires or wishes. The latter is dependent upon the former. It may be possible for the one to be independent of the other, but it is not convenient. The same relations exist between nations. Your committee believes, after careful investigation and consideration, that Japan is on the eve of very great development; that her people will

undoubtedly earn much more, have greater purchasing power and consume correspondingly, for her laboring classes increase their living expenses as wages are increased; that this development means an ever-increasing market in Japan for the commodities of other nations; that the officials and the advisers of the Japanese Government, the merchants and manufacturers are partial to the United States because they believe in the advantage of trading with this Nation; that students educated in a country, particularly those receiving a higher technical education, are the very best sponsors and salesmen in their country for the manufactured articles and machinery of the country which gave them their education; that the home markets of America have been so satisfactory that our merchants and manufacturers have overlooked the growing markets developing almost at our doors, and so have neglected to cater to these demands, and thereby allowed other countries to enjoy trade which should naturally come to the United States; that only by an understanding of the demands of other countries and by their close knowledge of our products can an adequate and satisfactory exchange of commodities take place.

That it is all important that the traders themselves should have a better understanding of each other's methods of doing business, and a personal acquaintanceship.

The Commission, appreciating the importance of the foregoing, invited into conference the presidents and vice-presidents of the five Chambers of Commerce to talk over the possibility of a return visit of representatives of the commercial bodies of Japan, and the general scope and a plan of action. The proceedings of the conference were not to be made public unless an invitation should be extended by the leading Chambers of Commerce of the Pacific Coast cities to such representatives. The general plan discussed was as follows:

That an invitation be extended by the Chambers of Commerce of the Pacific Coast cities to representatives of the Chambers of Commerce of Japan to visit the United States in the fall of 1909; that thirty members and their wives would be a satisfactory number to compose the party; that one-half of the members should be men of large affairs, who might or might not be especially familiar with the smaller details of the big enterprises in Japan, and one-half should be special experts in their respective lines who would be able to quote prices on their wares laid down in America, and also be well versed in the needs of Japan for goods to be found in America and the prices they could afford to pay for the same.

That their itinerary should include all the principal cities of the Pacific Coast and if possible the larger cities of the East and the manufacturing centers; that an escort should accompany the party during its sojourn in this country, the escort to be composed of two representatives of the Chambers of Commerce of California, one from the Chambers of Commerce of Oregon, and one from the Chambers of Commerce of Washington.

That the Chambers of Commerce of the leading cities of America and the principal manufacturing associations be requested to appoint experts as to the products of the United States to confer with the Commission from Japan, and determine what products of the two countries can be exchanged with mutual benefit to both; that their conclusions be forwarded to interested parties of both countries; that if found desirable, international mercantile boards of arbitration be established, one to be located in Japan, and one to be located in the United States, to which may be referred questions of dispute which might arise between buyer and seller.

In consonance with the views expressed at the aforesaid

meeting, and the conclusions of your committee, we recommend that the following resolution be passed by each Chamber of Commerce represented on this Commission:

Whereas: The Chambers of Commerce of Japan have by word and deed demonstrated to our Commercial Commissioners a great desire to enlarge and extend their trade with this country, and whereas, in order to promote a closer friendship and a greater business, they have lavishly and at great expense entertained a large delegation of our members;

Therefore Be It Resolved: That a joint invitation from all the Chambers of Commerce represented on the Commercial Commission be extended to the Chambers of Commerce of Japan to send a delegation to the United States during the fall of 1909.

Respectfully submitted,

Ex-officio:

F. W. DOHRMANN,
President Honorary Commission
San Francisco

C. M. COOKE,
Vice-President Honorary Commission
Honolulu

R. B. HALE, Chairman,
San Francisco

E. F. BLAINE, Seattle

O. M. CLARKE, Portland

E. E. SKINNER, Eureka

A. C. BILICKE, Los Angeles

A. F. ALBERTSON, Tacoma

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